



TRUST SECURITIES
& BROKERAGE LTD

SECURE YOUR INVESTMENT

SAY NO TO GRAY MARKET

www.tsbl.com.pk



CORPORATE BRIEFING SESSION 2022

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OVERVIEW

Trust Securities and Brokerage Limited (TSBL) is a leading brokerage house listed on the Pakistan Stock Exchange with its headquarters in Karachi. We trace our history back to 1993 providing a full array of brokerage services to our clientele. We have our presence in Lahore and Karachi with a total of 6 branches on a pan-Pakistan basis, with combined staff strength of highly experienced employees.

The current sponsors took over the company in 2017 and through a fresh capital injection, hiring of experienced and dedicated staff, the company has made a turn around.

We remain client focused and work for long term benefit of our clients eventually leading to continuous growth for our stakeholders. We are committed on serving our clients offering them unmatched services to help them achieve targets from the ever-growing capital market.

VISION

To create a viable and a diversified brokerage and financial services business dedicated to creating continuous value for our clients, fully compliant with the letter and spirit of the laws, while earning profits for our shareholders and crafting a workplace which attracts the best talent and enables us to train and retain them.

MISSION

To be a top tier brokerage and financial service company in Pakistan, with innovation, discipline and integrity at the heart of our business involved in creating real value, impacting clients and shareholders.

BOARD OF DIRECTORS



ZENOBIA WASIF
CHAIRPERSON/ DIRECTOR



ABDUL BASIT
CEO/ DIRECTOR



JUNAID SHEHZAD AHMED
DIRECTOR



KHIZER HAYAT FAROOQ
DIRECTOR



WG CMR. TALAT MEHMOOD
(RETD.) **DIRECTOR**



ZULFIQAR ALI ANJUM
DIRECTOR



SARDAR ABDUL MAJEED KHAN
DIRECTOR

TSBL OFFERS DIVERSIFIED SERVICES

- **Financial Consultancy by professional experts to Institutional and Retail Network on Equities and Commodities.**
- **Equipped with Financial, Technical, and Fundamental Analysis.**
- **24/7 Financial and Technical Assistance.**

TOP TEN BROKERS
JUNE 30 , 2022

RANKING	BASED ON TRADED CONTRACTS	BASED ON TRADED VALUE
1	AKD SECURITIES LIMITED	AKD SECURITIES LIMITED
2	H.G MARKETS (PVT) LIMITED	H.G MARKETS (PVT) LIMITED
3	ENRICHERS (PVT) LIMITED	ENRICHERS (PVT) LIMITED
4	ARIF HABIB COMMODITIES (PVT) LIMITED	NACHFOLGER (PVT) LIMITED
5	A.A. GOLD COMMODITIES (PVT) LIMITED	ARIF HABIB COMMODITIES (PVT) LIMITED
6	AZAM GOLD TRADING (PVT) LIMITED	TRUST SECURITIES & BROKERAGE LIMITED
7	TRUST SECURITIES & BROKERAGE LIMITED	VALUE STOCK AND COMMODITIES (PVT) LIMITED
8	BLINK CAPITAL MANAGEMENT (PVT) LIMITED	OBOX GOLD (PVT) LIMITED
9	MOHAMMAD MUNIR MOHAMMAD AHMED KHANANI SECURITIES LIMITED	MOHAMMAD MUNIR MOHAMMAD AHMED KHANANI SECURITIES LIMITED
10	IGI FINEX SECURITIES LIMITED	A.A. GOLD COMMODITIES (PVT) LIMITED

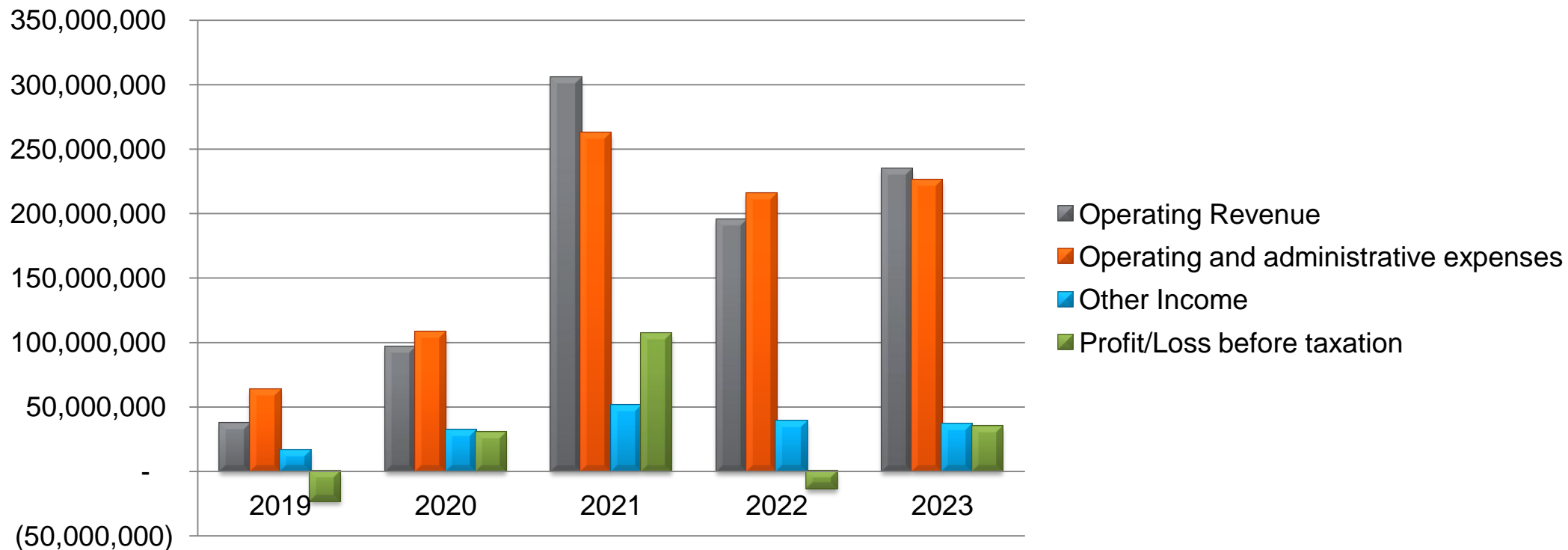
FINANCIAL PERFORMANCE | PROJECTED PROFIT & LOSS

STATEMENT BASED ON HYPOTHETICAL ASSUMPTIONS

	Actual				Projected
	2019	2020	2021	2022	2023
Growth Rate of Operating Revenue		160.45%	216.26%	-36.14%	20%
Operating Revenue	37,074,178	96,561,064	305,382,104	195,027,542	234,033,050
Operating and administrative expenses	63,418,060	107,717,460	262,600,220	215,223,079	225,984,233
Other Income	16,391,442	31,786,412	51,013,830	38,494,129	36,569,423
Profit/Loss before taxation	(22,835,336)	30,189,275	106,587,289	(13,774,038)	34,618,240

NOTE: *The preparation of this projection requires management to make estimates and assumptions that affect the reported amounts of revenues, expenses, and other disclosures considered significant at the date of the Financial Projection. If in the future such estimates and assumptions which are based on management's best judgment at the date of the Interim Financial Statements, deviate from the actual circumstances the original estimates and assumptions will be modified as appropriate In the period in which the circumstances change.*

FINANCIAL PERFORMANCE | PROJECTED PROFIT & LOSS STATEMENT BASED ON HYPOTHETICAL ASSUMPTIONS



SWOT ANALYSIS

STRENGTHS

Strong Regulatory oversight through SECP and PSX.
Online digital account easy process to encourage new investors to open an account.

WEAKNESSES

Any kind of uncertainty like political and social or economic can have a negative impact on the Stock Market and its impact on the brokerage firms.
Some of the regulatory requirements e.g. Minimum capital may be difficult for small brokers to meet.

THREATS

Uncertainty in the market and amongst investors due to political circumstances.
PAK – US relationship.
Currency Depreciation. Vulnerable external account/CAD

OPPORTUNITIES

Introduction of new products, such as exchange traded funds.
Online digital process with bank UKN, which will minimize source of income and other documentation

OUTLOOK & FUTURE PROSPECTS

The company recorded operating revenue of Rs.195 Million in FY 22, which is 36% lower when compared with FY 21 due to significant decline of volumes on the bourse. The company was made an operating loss after tax of Rs.13 Million as compared to a profit of Rs.88 Million in the previous year. This translate to loss per share of (0.46) as compared to a profit of 2.93 last year. The team made continuous efforts to increase our market share through higher penetration in the retail market. Moreover, the company added Equity Dealers as well as mobilizing the Corporate Desk in order to increase the market share.

The company witnessed a noticeable growth in account opening adding new Unique Identification Numbers (UINs) as of June 30, 2022. Technology played an important role with the NCCPL's focus on ease of doing business. In FY22, we opened 556 new accounts and nearly 60% of these were done online.

The sales team as well as the Account Opening department performed exceptionally well in keeping up with the momentum of new accounts. Furthermore, the compliance team is to be credited for the efforts they have made working diligently on KYC/AML with the increasing number of accounts.



Q & A.....

THANK YOU VERY MUCH.